

Message Text

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43

ACTION NEA-09

INFO OCT-01 ISO-00 EB-07 COME-00 /017 W

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R 241140Z MAR 75

FM AMEMBASSY DOHA

RO RUEHC/SECSTATE WASHDC 0298

LIMITED OFFICIAL USE DOHA 0353

FOR NEA/ARP

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJECT: DOHA AIRPORT PROJECT

REF: A. STATE 60294; B. DOHA 0275

1. BEGIN UNCLASSIFIED. REQUEST DEPARTMENT PASS
FOLLOWING MESSAGE FROM AMBASSADOR TO DAVID PERINI OR

JOHN ABLONDI, PERINI CORP, TEL: 617-875-6171. QTE HASSAN
ALI BIN ALI HAS INFORMED US THAT CONSULTANT'S REPORT
RECOMMENDS INDIAN FIRM SHAH. SELECTION OF CONTRACTOR
NOT YET ANNOUNCED BUT GOVERNMENT DECISION EXPECTED SOON.
HASSAN NOTED THAT GIVEN SHAH'S LOW BID AND FACT THEY
RECEIVED CONSULTANTS' RECOMMENDATION, IT IS LIKELY THEY
WILL BE GIVEN CONTACT. HASSAN SAID OFFER BY JOHN
HOWARD TO REDUCE ITS PRICE BY QR 10 MILLION WAS REFUSED
BY GOVERNMENT: THEREFORE NO POINT IN PERINI MAKING NEW
PROPOSAL. ACCORDING HASSAN, NO FURTHER EFFORTS POSSIBLE
UNLESS AND UNTIL GOVERNMENT DECIDES TO NEGOTIATE WITH
ALL THREE BIDDERS. UNQTE. UNDER THESE CIRCUMSTANCES, EMBASSY
HAS NO RPT NO FURTHER SUGGESTIONS FOR PERINI.

2. BEGIN LIMITED OFFICIAL USE. DEPARTMENT FYI ONLY.
PERINI'S PARTNER, A LARGE AND INFLUENTIAL CONTRACTING FIRM,
URGED PERINI TO SUBMIT LOWER BID ON THIS PROJECT IN ORDER
TO BREAK INTO LUCRATIVE QATARI CONSTRUCTION MARKET.
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PERINI IS NOT NEWCOMER TO QATAR (FIRM BID ON DOHA HOSPITAL

PROJECT IN 1974) AND IS AWARE OF SPECIAL CIRCUMSTANCES
HERE SUCH AS GOVERNMENT CONCERN OVER COST, BUT NEGOTIATIONS
BETWEEN PARTNERS OVER AMOUNT OF BID WERE HAMPERED BY LACK
OF CONFIDENCE ON BOTH SIDES CONCERNING CAPABILITIES AND
INTENTIONS OF OTHER, AND WE BELIEVE THIS HAD NEGATIVE
IMPACT ON JOINT VENTURE'S PROSPECTS. EMBASSY DID A LOT
OF HAND-HOLDING WITH BOTH PARTIES IN ATTEMPT TO CREATE
HARMONIOUS ATMOSPHERE BUT WITH LIMITED
SUCCESS.

3. WE CONCUR WITH OPINION OF PERINI'S JOINT VENTURE
PARTNER THAT PROJECT LIKELY TO BE AWARDED SHAH. PERINI
HAS MADE POINT REPEATEDLY THAT IT BETTER QUALIFIED THAN
COMPETITORS, BUT GOQ IS EXTREMELY PRICE CONSCIOUS AND
GENERALLY SELECTS LOWEST BIDDER IN PROJECTS SUCH AS
THIS; ALTHOUGH GOQ PREACHES QUALITY IT PRACTICES PRICE.
EMBASSY LOBBIED FOR PERINI WITH KEY GOVERNMENT
OFFICIALS INCLUDING CALL ON AMIR BY AMBASSADOR TO DISCUSS
PROJECT, BUT IN OUR VIEW, QR 5 MILLION DIFFERENCE BETWEEN
BIDS OF SHAH AND PERINI LIKELY TO BE DECIDING FACTOR.
END DEPARTMENT FYI ONLY.
PAGANELLI

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